



BREW HOUSE OPPORTUNITY

Burk's Falls is ready for a brewery. Could it be yours?



NOVEMBER 1, 2018

VILLAGE OF BURK'S FALLS 172 ONTARIO STREET, BURKS' FALLS ONTARIO



The Municipality of the
VILLAGE OF BURK'S FALLS

172 Ontario Street • PO Box 160 • Burk's Falls ON P0A 1C0
P 705-382-3138 • F 705-382-2273 • www.burksfalls.net

The Village of Burk's Falls is open for business as we continue to revitalize and invest in our downtown. We invite you to be a part of this movement, and to grow together with our community.

BACKGROUND

The Council for the Village along with our surrounding communities and our community and economic development departments are working together to grow our economy in the Almaguin Region.

Kawartha Credit Union recently built a new branch in Burk's Falls which serves approximately 2,500 members in this community and the surrounding area. In keeping with their commitment to improve the well-being of the community, they generously offered the Village the opportunity to use the land their former branch occupied for the purpose of creating an open air market as a social meeting place.

This market enterprise will celebrate our diversity and showcase our local artistic talents and a craft brewery. We want your brewery to be a main feature right off the 'hop' in this project. Adding a fresh new business, with some tasty brews, will enhance our downtown by adding to our growing culture and quality of life.

Burk's Falls is located in Northern Ontario in the Almaguin Highlands. We are a quick 20 minutes north of the Muskoka Region's, Huntsville and one (1) hour south of the City of North Bay along the four-lane Highway 11. We are less than three hours to Ottawa or Toronto. We have a rich history of railway, logging, tanneries and steamboats and of course feature access to many outdoor activities. Visit www.burksfalls.net to learn about our past, what's on tap for development, and what is currently brewing in our plans.

OUR PROJECT

The Village invites proposals from brew houses who wish to expand their markets and invest in a second location within the Almaguin Region. We feel there is an 'untapped' market in our community and a brew house will be the ideal partner for our outdoor vendor market. It's no secret that brew houses liven up downtown centres by serving up unique flavours and adding to the local culture; we want Burk's Falls to be a second home where we can grow and thrive together.

The market will be a cultural landmark and source of pride for our community that will serve as a catalyst for our downtown revitalization. The market will house 10 to 12 local crafters, artisans, and farmers stalls to sell their uniquely Almaguin creations. The intent of the market is to foster early stage start-ups, small business growth, educational programming, workforce development and community engagement. With a roof and secure stalls, the market will operate from May to October with space for weekend pop-up businesses. The market design will be modern with a traditional feel to match the character of the downtown core. There is currently an expression of interest issued for the architectural design and therefore, this is an important time to bring in a responsive, experienced brew house that shares our vision and entrepreneurial spirit.



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Within the market building the rear portion of the property will be devoted to the brew house. There is approximately 1,450 square feet available for lease for the brew centre and an additional space (10x12 feet minimum) for a retail outlet. This section of the building is two storeys high (2,800 sq. ft.) and the exterior is white brick. The exterior will be covered on the south and west ends with the roof of the market and will also have a porch/veranda set up as a stage for music and other community events within the market or brew house. The interior and exterior of this section will be designed by the successful brew house; at present the concept and design are not complete for this space. The successful brew house will work in partnership with the Village to ensure that all utilities and other necessary considerations are addressed prior to construction. The Village and property owner will work with the brewery to determine and negotiate fair costing and lease terms.

The anticipated timeline for the project is to tender for demolition/construction of the market and brew house in April 2019 with the final construction completed for late 2019. The village may be able to assist in procuring provincial and federal funding to help this project progress. Each market tenant will be responsible to allocate funds into the design, demolition, construction and marketing of the project.

WHY BURK'S FALLS

Burk's Falls is a progressive Village of 981 residents in the Almaguin Region. The Village is a commercial and industrial hub to surrounding communities and has a designated downtown core. There are three such Villages in the Almaguin Region from Huntsville to North Bay and the only one with full municipal water and wastewater.

Council recently commissioned (2018) a Downtown Revitalization and Waterfront Master Plan and, not even a year later, are already working on creating the focal and community centre with the Market project to begin implementing the recommendations within the Plan. Burk's Falls has a high concentration of rental properties and the Council is also working on a 32 unit senior's apartment building with Almaguin Manor Residence. The 2013 Official Plan projected a population of 1,000 by the year 2023 and that number is expected to be exceeded three years ahead of schedule due to new rental units and new home builds.

Other recently commissioned studies, the Target Sector Analysis, Regional Economic Development Strategic Plan, and the Accommodations Study all support that Almaguin is growing in population and our tourism numbers are growing with the largest portion of visitors spending weekends from the GTA.

In addition to Kawartha Credit Union, the Village is home to Lofthouse Manufacturing, which is one of the largest employers in Almaguin. There are ample general practitioner doctors at the Almaguin Highlands Health Centre along with Community Care Access, the Ontario Telemedicine Network, Pharmacy, X-ray and Lab offices and many other health related support services. Our leisure offerings for off hours is continuously growing with new programs, efforts to expand recreation, regional festivals, outdoor opportunities, especially with 40 km of open boating on the Magnetawan River and our regional diverse restaurants and pub style establishments. Our Community Profile detailing our transportation routes, demographics and economic opportunities is available on our website for your review.



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Burk's Falls has positioned itself for growth and Council has been aggressive in its quest to bring infrastructure improvement and policy changes that will promote this area as the place with unlimited possibilities. Our Economic Development Department has many resources you may need to secure your decision to brew in Burk's Falls. Please find them at www.baced.ca.

TL;DR – Burk's Falls Council is dedicated to growing and creating a thriving community and downtown. The Village wants to partner with your brewery to improve our culture, add to our artistic appeal, and grow our futures together. Let's sit down and discuss how we can make it happen!

If you are ready to explore this exciting opportunity in Burk's Falls, please complete the expression sheet and submit it by December 10th, 2018 at 4:00 pm. We'll get in touch with you to start the conversation. Please submit the EOI to:

Nicky Kunkel
Clerk Administrator
Village of Burk's Falls
172 Ontario Street; Box 160
Burk's Falls ON P0A 1C0
Fax: 705-382-2273
Email: clerk@burksfalls.ca
Phone: 705-382-3138

The Village will accept expressions of interest in the month of November 2018 and/or until there is a signed agreement for a brew house, but the funding applications are due for the middle of December 2018 so don't miss your chance let's chat today.



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Expression of Interest Burk's Fall Brew House Opportunity

Thank you for completing this form. The information included will provide information to the Village solely for the purpose of determining interest and ensuring the undersigned understands the initial requirements of the project.

Date: _____

Name of Brewery: _____

Address: _____

Website: _____ Phone: _____

Contact Person: _____ Title: _____

How many locations currently: _____ LCBO licensed: _____

Expectations of Brewery:

- Operate brew house year round
- Available space for lease 1450 square feet or 2900 if two storey needed
- All capital and leasehold improvements costs within leased space for brew house
- Work with the Village representatives on funding applications for entire project
- Brew house operates independent of market, under own lease agreement, and responsible for own marketing, events, payment of monthly lease amounts
- Collaborate with Market operations when feasible and appropriate
- Maintains own employees, WSIB and insurance requirements
- Be prepared to enter long term lease with Village (5/10 year)

Expectations of Village

- Hold MOU with private property owner for long term lease opportunity (10 year renewal). Market naming rights are with the property owner.
- Work with brew house to obtain funding
- Operate vendor market May to October and work with all vendors, brewery and community organizations to bring events and festivals to market
- Work with regional stakeholders to promote off season events and use of market space
- Work with all stakeholders to promote and advertise property including TOD signage from Highway 11
- Hold leases with all vendors and responsible for property

This expression of interest is being submitted to the Village of Burk's Falls to indicate possibilities and is in no way a formal commitment to the operation of the brewery. I will research relevant commissioned studies and complete my due diligence in preparing a business plan to determine the feasibility of such a start up in Burk's Falls. This submission, or any potential signed agreement, does not hold any liability towards the Village of Burk's Falls for soliciting the expression of interest.

I _____ hereby confirm my understanding of the project and wish to begin discussions with Village representatives to discover the potential of opening a brew house in Burk's Falls and joining the movement of revitalizing the Downtown with my brand.

Authorized signature: _____ Print Name: _____